



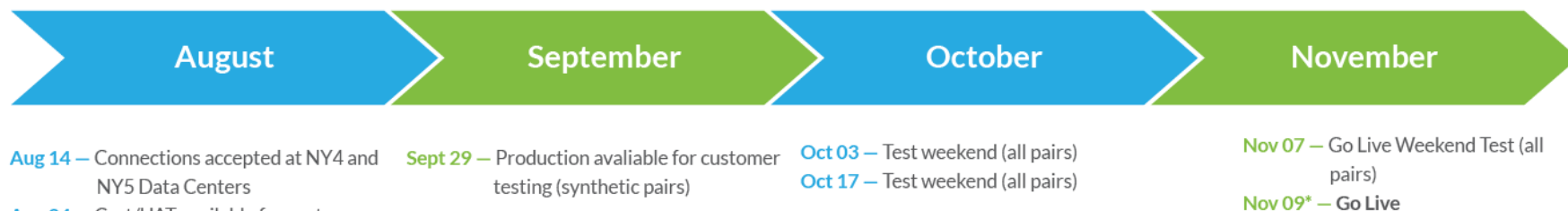
Customer Call – October 1, 2015

U.S. Matching Engine Migration to the NY5 Data Center

Hotspot Update

- Today's Agenda
 - NY5 Migration: Timeline & Testing Opportunities
 - NY5: Connectivity & Certification
 - Business Update
 - Q&A Session for Customers
- Today's Speakers
 - Chris Isaacson, EVP, Global Chief Information Officer
 - Paul Reidy, Head of FX Technology
 - Bill Goodbody, SVP, Head of FX

NY5: Launch Timeline & Testing Opportunities



**November 8th at 5:00 p.m. ET, to match our existing trading schedule.*

- **First Weekend Test Opportunity** – This Saturday, October 3rd
 - Test Hours: 12:00 noon – 4:00 p.m. BST / 7:00 a.m. – 11:00 a.m. ET
 - All pairs will be available in the Production environment for this Saturday’s test
 - Two additional weekend test opportunities: October 17th and November 7th
- **Daily Testing Opportunities**
 - Cert/UAT: All currency pairs now available for testing
 - Production: Synthetic pairs (EUR/XXX, USD/XXX and USD/YYY) now available for testing
- **1st Day of Live Trading at NY5** – Monday, November 9th
 - We will start NY5 matching at 10 p.m. BST/5 p.m. ET on Sunday, November 8th

NY5 Matching Engine: Connectivity & Certification

- Connectivity

- It is not possible to access Hotspot using existing connectivity into the BATS equities markets
- **Hotspot will no longer accept connections to its current matching engine in Jersey City after trading closes on Friday, November 6th**
- Like BATS equities markets in NY5, all connections will be latency-equalized between and within NY4 and NY5

CONNECTIVITY INQUIRIES	SALES INQUIRIES
prodsupport@hotspotfx.com New York & London: +1 201 356 1789	hotspotfxsales@bats.com London: +44 20 7131 3450 New York: +1 212 209 1420

- Certification

- All Customers are required to certify to one of the [Hotspot Trading Protocols](#) within the NY5 Cert/UAT environment prior to trading on the new production NY5 matching engine

NY5 Matching Engine: Additional Items to Note

- **Bilateral Credit**
 - Bilateral Credit will be shared dynamically between Participating Financial Institutions (PFIs) for the New York and London matching engines
 - Credit document is available on the Hotspot website
- **LD4 to NY5 connectivity**
 - Post migration of the NY matching engine to Equinix NY5, Hotspot will offer access to the NY5 matching engine from LD4 and vice-versa via a Hotspot provided trans-Atlantic wide area network.
 - Hotspot plans to offer all access protocols for market data, order entry & drop copy. This connectivity will be available from January 1, 2016.
 - Further details, including pricing will be published after the NY matching engine migration to NY5.

Additional Information & Contacts

- Information Portal: www.hotspotfx.com/ny5
 - Includes all materials related to the launch including technical documentation, account documentation and notices
- Key Contacts:

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Hotspot London Launch Highlights

- Hotspot London successfully launched in LD4 on September 14th
 - Strong Customer demand – 14 participants trading with strong pipeline
 - \$3.2 billion traded (single-count) since inception¹
 - Over \$240 million traded per day on average
- Free Trading on Hotspot London
 - Free trading for all transactions on the London matching engine until the end of the year
 - Our goal is to build a market with deep, consistent and stable liquidity
 - Europe, as the leading global FX center, is a top priority for Hotspot
- Thank you for your commitment and partnership

Business Update – Hot List Pricing

- Designed to drive deep liquidity and bring long overdue price competition to the global FX market
- No transaction fees for liquidity removal in more than 30 currency pairs on the NY5 matching engine
- Hotspot has seen a 20% ADV increase overall in its 30+ Hot List pairs since introducing free liquidity removal in June, including a 20% gain in September¹

 CHF/NOK 	 EUR/PLN 	 NOK/SEK 	 USD/PLN 
 CHF/SEK 	 EUR/RUB 	 USD/CNH 	 USD/RUB 
 EUR/CZK 	 EUR/SEK 	 USD/CZK 	 USD/SEK 
 EUR/DKK 	 EUR/TRY 	 USD/DKK 	 USD/SGD 
 EUR/HKD 	 EUR/ZAR 	 USD/HKD 	 USD/THB 
 EUR/HUF 	 GBP/NOK 	 USD/HUF 	 USD/TRY 
 EUR/MXN 	 GBP/PLN 	 USD/ILS 	 USD/ZAR 
 EUR/NOK 	 GBP/SEK 	 USD/NOK 	 ZAR/JPY 

Top performers in September¹:
USD/CNH (+\$187M ADV, +185%)
USD/SGD (+\$115M ADV, +41%)
USD/ZAR (+\$70M ADV, +18%)
USD/TRY (+\$29M ADV, +22%)
EUR/NOK (+\$57M ADV, +31%)

Business Update – September Volume & Activity

- For the month of September 2015, Hotspot posted average daily volume of \$26.2 billion (22 days)¹
- Total volume traded on Hotspot during this period was \$576 billion¹
- ADV for the 12 months ending in September stands at \$28.8 billion¹

Summary

- **Hotspot remains on schedule to migrate its current U.S. matching engine to the Equinix NY5 data center on Monday, November 9th**
 - Trading will begin November 8th at 5:00 p.m. ET, to match our existing trading schedule
- **The first weekend testing opportunity** for the NY5 matching engine is this **Saturday, October 3rd**
- Customers are **required to certify** to one of the Hotspot Trading Protocols within the NY5 Cert/UAT environment in order to begin trading on the new production matching engine
- **Hotspot will no longer accept connections to its current matching engine in Jersey City after trading closes on Friday, November 6th**
- We encourage customers to **take advantage of the pricing initiatives** underway at Hotspot
- If you have questions or need help **establishing connectivity** to either platform, please reach out to our Production Support and/or Sales teams as soon as possible